

Ref: FN.A.021/2019

14 November 2019

Subject: Management Discussion and Analysis Quarter 3 Ending 30 September 2019

To: President of the Stock Exchange of Thailand

The Navakij Insurance Public Company Limited (the “Company”) would like to inform you the financial statements in which the equity method is applied for the three-month period ended 30 September 2019 represented a net loss of Baht 6.21 million compared to the same period last year represented a net profit of Baht 28.13 million, a decrease of Baht 34.34 million or 122.08%.

The Company would like to clarify the reasons of the above operating results as follows:

The Company’s total income was Baht 610.65 million, a decrease of Baht 0.17 million or 0.03% comparing with the previous year of Baht 610.82 million, mainly due to:

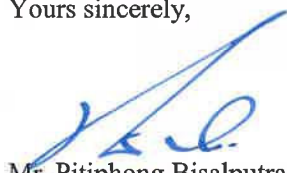
1. Underwriting income was Baht 602.64 million, an increase of Baht 15.18 million or 2.58% resulted from increasing in earned premium.
2. Investments and other income was Baht 8.01 million, a decrease of Baht 15.35 million or 65.71% as a result of the increase in interest and dividend income whilst loss on fair value adjustments of investment in trading securities is recognized.

The Company’s total expenses was Baht 623.62 million compared with the same period last year of Baht 574.96 million, an increase of Baht 48.66 million or 8.46%, mainly due to:

1. Underwriting expenses before operating expenses was Baht 538.50 million, an increase of Baht 45.39 million or 9.20% due to increasing in claims and loss adjustment expenses for fire insurance, motor insurance, and miscellaneous insurance.
2. Operating expenses was Baht 85.12 million, an increase of Baht 3.27 million or 3.99%.

Please be informed accordingly.

Yours sincerely,



Mr. Pitiphong Bisalputra
Chief Executive Officer and President



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